

dictated by God Himself, is of course superior in obligation to any other. It is binding over all the globe in all countries and at all times; no human laws are of any validity if contrary to this; and such of them as are valid derive all their force and all their authority mediately or immediately from this original." We further quote from the same volume: "No human laws should be suffered to contradict the laws of nature." "On the contrary, if any human law should allow or enjoin to so contradict a law of nature we are bound to transgress that human law or else we must offend both the natural and the divine." In ignorance of the economic law has not society offended both? But here is the source of sovereignty expressed in man through his compliance with law, natural law. Ignorance is no excuse; the penalty is inevitable.

It requires only slight elevation of thought to realize that in considering law as natural law we are dealing with invisible and invariable principle. It is incessant and eternal and without dimension; its invariable effects only, are registered through our physical senses. From these effects we learn by trial and error, by stumbling, falling down stairs, burnt fingers or electric shock. Thereafter we recognize law but we can neither analyze or define it. In so recognizing and in obeying law we register a good effect and so consider it as positive and its violation an evil effect and negative.

As Georgeists we state a positive philosophy, an idea, technically, a natural law, an eternal principle. It was its violation as perceived by bad effects that led George and his predecessors to its discovery. Reasoning therefrom the law was sought out and found. It was the principle of equal rights, the invisible moral law itself, and then its application expressed as equal rights to the source of all external things, land. Tested, it was found good, not evil, and true, not false. Its truth is worked out to mathematical exactness and to that extent fulfils the requirements of science. Tested by its violations the automatic visible results are always poverty, distress, misery and crime and all that flows from these things. Given invariable evil effects of the violation of the economic law and that law itself, the essence of goodness and truth, wherein does it fail to coincide with the moral law. Let any Georgeist discover if he can the slightest violation of the moral law in the philosophy of Henry George, let him find any intrusion of evil or falsity in the principle which George enunciated. Humanity in its ignorance has failed to obey the unchangeable economic moral law. The four horsemen still ride.

C. H. KENDAL.

**I**NDUSTRY being the result of employment, there can be no productive employment where there is no industry, a fact the last session of congress failed to recognize when seeking to curb industry at every turn.

*Cause and Effect, Foley, Ala.*

## Report of The Robert Schalkenbach Foundation at the Toronto Conference

SEPTEMBER 8, 1938

ANTOINETTE WAMBOUGH

**I** AM glad to be able to speak before so many good friends of both Canada and the United States, whom I feel I know well through long years of pleasant correspondence.

To the newcomers and strangers I am grateful of an opportunity to bring news of the purposes and aims of the Robert Schalkenbach Foundation, and to show how that organization cooperates and coordinates with other branches of our movement.

The trustees of the Foundation send their heartiest greetings to this Conference and their good wishes for the success of any plans that may be here worked out for land value taxation and the Henry George movement in Canada and the United States.

In particular do the trustees desire to thank Mr. Perc Williams and Mr. Owens, for the elaborate book display that they have sponsored, and the opportunity they have afforded to have the work of the Foundation brought before the Conference.

My husband in reading this speech said, "Why don't you throw in a joke or two?" When preparing to talk I don't think any of us feel very much in joking mood and so I didn't respond to his suggestion very warmly but something happened as we crossed the border that might be considered as a tepid little joke!

The customs officials asked us various questions, and all went well until they said, "Why are you coming to Canada?" I replied, "To attend the Single Tax Convention." They looked very severe. I gathered that they thought it was a convention of single people, and as we were married, they wondered why we were attending. At 4:30 a. m., we gave them a brief talk upon the Single Tax, the life and work of Henry George, and the aims of this Conference. At last satisfied that everything was all right, they admitted us to Canada.

If the work of the Tax Relief Association, the Henry George School of Social Science, and the Robert Schalkenbach Foundation can continue on the ever increasing front that they are now proceeding upon such ignorance and such feeble witticisms as we are all familiar with with regard to the name "Single Tax," will disappear, and instead, we can hope for a real understanding of our aims and ideals.

Now you will all want to know just how the Foundation is at present furthering the principles of Henry George. But before I go into this discussion, I should like to take a few minutes to outline the history and character

the Foundation for the benefit of newcomers to the movement.

Way back in 1884, a young hardworking printer read a book, and he was fired by it, as millions of others have been, ever since that book's appearance. The boy was Robert Schalkenbach; the book, "Progress and Poverty." This boy had had a hard life in the silk mills at the age of twelve, had been an apprentice printer later, and finally became the owner of a great printing plant in New York City. At the time of his death he was president of the New York Typothetae, an association of employing printers.

This man wanted to do something very tangible and definite for the cause that Henry George had made so plain. He knew that "Progress and Poverty" was the starting point for nearly all constructive activity and so, through the influence of a beloved friend, a Canadian, by the way—Jim Brown by name, he decided to leave his modest fortune to twenty-one trustees who would form a Foundation expressly to keep Henry George's books in print. Especially "Progress and Poverty" and "Protection or Free Trade?" were to be produced and widely circulated.

In November, 1924, Robert Schalkenbach died, and his estate was divided; one-half to his family, one-half to the Foundation.

The amount has been stated extravagantly to be \$400,000. That is far from the truth. It has been about \$225,000, and through certain legal complications stands now at about \$140,000—an extremely modest fund, when funds such as the Russell Sage and Rockefeller funds are brought into comparison. The Foundation does all of its work upon the income from this trust, and runs a very active office, provides for the printing of the books, and undertakes national distribution thereof.

It is the thought of the trustees that in following this policy a steady light will be kept burning, and that at all times, in all climes, Henry George's books—the impetus from which other action springs, will be available for a great number of years.

If we realize that in 1926 George's books were practically out of print and unavailable except at very high prices in book stores, the work of the Foundation becomes more significant—and when we say that through its efforts 100,000 books and nearly three-quarters of a million pamphlets and another half million of advertising pieces have been printed and distributed, it can be seen that the Foundation is indeed serving the ends that Robert Schalkenbach envisioned.

In 1926 one of the first acts of the trustees was to find the 25th Anniversary Edition of "Progress and Poverty," that was being printed at \$1.75 and \$2.00 a copy by Doubleday Doran, and arrange for a new printing—a dollar edition—which was for the most part given to leading libraries throughout the United States.

The second major move was to obtain from Dr. John Dewey an Appreciation of Henry George, and the services of Professor Harry Gunnison Brown in condensing "Progress and Poverty," for what we might call "tabloid use." The resulting book, "Significant Paragraphs from Progress and Poverty," with its collection of expressions of opinions from leading economists as to the utility and desirability of land-value taxation, forced the Foundation to run into four editions, totaling 16,500 copies, all of which were sold to schools, colleges, and the general public, and to some extent to already active Single Taxers.

This popular book was published in Braille for the blind, and sent as a gift of the Foundation to 100 libraries for the blind in 1927 and 1928.

Then, as the so-called prosperous era drew to a close, and people could not deny signs of impending unemployment, we felt the need for a new, well edited, unabridged "Progress and Poverty." In 1929, the Foundation stood the expense of new plates—obtained the most painstaking kind of editorial work, done by Arthur C. Pleydell, well known for his ever loyal devotion to the cause,—and launched its first printing under its own imprint—calling this new edition the Fiftieth Anniversary Edition of "Progress and Poverty".

Since 1929, 45,317 of these books have been printed, and, if the recent Modern Library Series is included (for the Foundation has just finished loaning its plates to this company, in order to produce a Random House, Modern Library version)—we find a total of 50,317 unabridged "Progress and Poverty" released directly because of this Foundation's work.

The Vanguard Press was also assisted in the issuing of 4,000 abridgements of "Progress and Poverty"—edited by our honored chairman, Mrs. deMille, and the late Louis F. Post.

Abridgements, tabloid version, and unabridged work sponsored therefore, total 73,337, and the balance of 26,663 books represent the other Henry George titles such as "Science of Political Economy," "Social Problems," "Protection or Free Trade?" and several thousand titles of books closely allied to Georgeist principles.

All of these books were printed in bright new editions for this generation to read, even as the Fels Fund printed George's books for the early 1900's to read! All books written by Henry George were priced at the modest price of \$1.00, and the Foundation has prepaid postage in order to further accommodate purchasers and bring the books within reach of all.

I have heard it said often of late—"Well, the reason you are distributing books is because of the activities of the Henry George School." It is undoubtedly true that the School with its splendid technique, and splendid teaching methods, has been responsible for the use of many books, 25,000 of that 100,000 to be exact.



But I should like to explain that since the very beginning of the Foundation's existence, it has been able to create channels of interest in the general public as well as in Single Tax centers, that have resulted in an average yearly distribution of about 5,000 to 6,000 books.

This work goes on steadily, even when School and Extension classes use the book in great numbers,—and it is of these methods whereby the Foundation obtains the permanent interest of an entirely different portion of the general public each year, that I would like to speak for the next few minutes.

We found that merely printing the books was of course not enough. To obtain readers, in addition to the methods evolved by the School, certain vigorous promotion campaigns had to be waged each year, and the following media were therefore concentrated upon:

1. Advertising in newspapers and magazines.
2. Advertising by direct mail.
3. Obtaining wide bookstore distribution by making friendly contacts and obtaining orders on a large scale from bookdealers and jobbers.
4. By publicity.
5. By asking Single Taxers to cooperate in the distribution of books and pamphlets.
6. By planning exhibits.
7. By running prize essay contests in the schools and colleges in the early years of the Foundation's existence.
8. By seeing to it that our books were used as required reading in schools and colleges.

**ADVERTISING.** A constant stream of newcomers to the movement is obtained by the use of what we call "spot" ads. They are not very big; we place them only in magazines that have proven drawing power, but the steady correspondence engendered among people who are new to the teachings of Henry George, and the resultant inclusion of them in Georgeist work is one of the most important features of the Foundation's programme.

**DIRECT-MAIL ADVERTISING.** Each month some new group, some new list of several thousand names is selected. Test mailings are made introducing to these people news of the books and general knowledge of Henry George and the movement. Judging from the results obtained on smaller mailings, the way is shown to swing into larger mailings. Among the groups reached in this way are the accountants, school superintendents, all associations whose membership is interested in government, economics, and the social sciences. Thousands have been added to the Schalkenbach lists, and other thousands have later taken up active School work because of their initial contact with Foundation mailings.

**BOOKSTORES.** When the Foundation started printing George's writings it had no bookstore contacts. Each year several letters have gone out to dealers, until gradually thousands of dealers know where they can get the George

books, and other thousands are able to stock the books. One of the most important recent additions to the long list of dealers who carry "Progress and Poverty" is the Concord Book Shop in the Paramount Building, 43d Street and Broadway. In the busy seasons this shop moves on an average of 25 copies every two weeks. Outlets are procured from the large jobbing houses, so that whether a library or an individual contacts the dealers or the supply houses, our books are instantly available.

The cost of books to dealers is kept very low, practically on a subsidy basis, in order to foster the display and sale of George's chief works. The extension courses of the School, and the colleges are likewise given books in quantities at extremely low rates to encourage wide distribution and use.

**PUBLICITY.** Since inception, the Foundation has noted articles in magazines and newspapers written in favorable vein, which could be used, if reproduced, for direct propaganda. Such articles have been reproduced by the thousands and distributed. Among notable publicity events are the following—all reproduced in huge quantities and given tremendous circulation:

1. Two editorials in *Liberty*, written by Mr. MacFadden, but with the aid of Mr. Charles Ingersoll, one of our directors, and also our late president, Mr. Charles O'Connor Hennessy.
2. An article on "Progress and Poverty," entitled "Three Capital Ratios," written by Mr. Roy Foulke of Dun and Bradstreet, after he had called, in answer to one of our advertisements, at our office, and had obtained a copy of "Progress and Poverty."

An interesting experiment with the *Financial World* resulted in the publication throughout the summer of extremely favorable reviews for "The Science of Political Economy," "Progress and Poverty," and "Protection or Free Trade?" (this latest appearing in the September 7, 1938 issue.) Through such reviews many orders for the books have been received, new contacts made and some have written enthusiastically for the Correspondence Course offered by the Henry George School and with which every newcomer is automatically acquainted when he receives Schalkenbach literature.

Since November, 1937, more than 500 people have enrolled in the Correspondence Course of the School because of the Schalkenbach activities.

The cooperation that Single Taxers give at Christmas time and in the spring by the purchase of books and pamphlets to be given to strangers, is also a tremendous help in forwarding knowledge of the movement and of Henry George's ideas. The Foundation owes a deep debt of gratitude to the many who faithfully continue little private missionary activities of their own that yield the most interesting kind of fruit. We cannot always inform people when and how their particular friend began to enter into the work, or began to buy more books, or do

more things for the cause—but we can assure those who have given books in times past, that this happens very often. We know because we keep an index card of everyone who receives these gift books.

**FOREIGN CONTACTS.** The Foundation had a large foreign correspondence. It endeavors to maintain an international acquaintance, and it has always rendered an international book service. It supplies people in out-of-the-way parts of the world, and keeps them advised through its mailings of what is new in books and activities.

**EXHIBITS.** Every so often there comes an opportunity to arrange an exhibit, or to cooperate with a Book Fair or an Exposition, or the work some large publisher is doing, in displaying books and pamphlets. These opportunities are seized, and the resulting publicity and interest stimulated is valuable.

**WORK IN THE SCHOOLS AND COLLEGES.** Twice a year professors and teachers receive letters from the Foundation telling them of the new books and pamphlets that can be used in history, economics and social science courses. The work that Mr. Walter Fairchild, a trustee, accomplished in 1931 and 1932 has been of greatest value in establishing the books in the assigned reading courses in leading colleges throughout the nation. A letter from a student explains how well integrated with the general economics course is this material from the Foundation:

"I am a student at Northwestern University, Evanston, Ill. It was just last fall that I carried on a course in Taxation under Professor E. H. Hahne. The requirement in this course was to compile our class notes and reading assignments into one. This bulk was to be bound into a book in order to receive credit for the course. Reading assignment sheets were handed out, and upon one of them there appeared "H. G. Brown, Significant Paragraphs from Progress and Poverty," from Robert Schalkenbach Foundation, 11 Park Place, New York. Cloth, 90 pages, 50 cents."

From our file of 2,000 university professors who are in touch with our offerings, evidence often comes to us long after the initial service is rendered by the supply of books or pamphlets, that they are indeed using our material each semester. Regularly 60 copies go to Princeton, University of Illinois, and many other colleges receive quantities of the unabridged "Progress and Poverty" for class work. After a recent mailing of a general letter seeking to increase the use of George's books in the courses, we received the following typical response:

"I have noticed that you published at very reasonable rates some years ago, various works of Henry George. I am going to give a course here next year in which we will make a fairly detailed study of this thinker. Is there any such thing from your press as the collected works of Henry George?"

In conclusion may I say that all this emphasis upon the books is for two purposes:

1. To carry out the express wishes of our Founder.
2. To keep Henry George's message before the world, with the hope that from the books and the reading thereof, some day a great forward political "push" can be made that will bring forth land value taxation in both Canada and the United States.

We believe that in making the books readily accessible we are truly the Foundation upon which others can build a firm structure for the future security and economic welfare of mankind.

ANTOINETTE WAMBOUGH,  
Executive Secretary,  
Robert Schalkenbach Foundation,  
11 Park Place, New York.

## A World Survey

ADDRESS BY MISS MARGARET E. BATEMAN AT  
THE HENRY GEORGE CONGRESS IN  
TORONTO, CANADA, SEPTEMBER 8, 1938

WHEN your committee invited me to speak to this assembly, they suggested that my subject be "A World Survey." I should never have had the courage to choose such an imposing topic myself! I was glad to find, however, in preparing this survey that there were many sources from which I could obtain authentic information, and that there are numerous publications advocating land value taxation and the Henry George philosophy in various parts of the world. I should like to mention especially:

*Land and Liberty*, published in London, England.  
*LAND AND FREEDOM*, published in New York.  
*The Freeman*, published in New York.  
*Democracy*, published in New York.  
*No Taxes*, published in California.  
*The Square Deal*, published in Toronto, Canada.  
*Progress*, published in Melbourne, Australia.  
*The Standard*, published in Sydney, Australia.  
*The Liberator*, published in Western Australia.  
*The People's Advocate*, published in South Australia.  
*The New Commonwealth of New Zealand*, published in Auckland, N. Z.  
*The Free People*, published in Johannesburg, South Africa.

Many other publications are devoted to the same cause, but those mentioned are published in English, and I found their articles very excellent indeed. The publicity afforded through these papers is extending the Henry George philosophy to large numbers of people throughout the world.

May I say, that in spite of my hesitancy to deal with such an all-inclusive subject, "A World Survey," seems