

no great reform has ever taken place until a sufficient number of people became aware of the fact that their interests—their material interests, if you please—would be subserved by its accomplishment.

I am ready to go into the ethics of the land question with any man, and not infrequently do so; but the average business man doesn't care to discuss the subject from that point of view—at least, not at the beginning.

I am ready to point out that the direct benefit of more or less reduction of taxation is of small consequence compared with the infinitely better conditions under which business could be carried on. But that kind of talk is too much in the air for the production of an immediate effect.

I find that I can get and keep the attention of the average man by taking the course I have indicated—by showing him, in other words, how he can save a dollar.

Whether it is this method of approach altogether, or because the general interest in the subject is increasing, people appear to be a good deal more inclined to talk upon the subject than they were a few months ago. Then there was more or less difficulty of getting a hearing, even from those who had endorsed and petitioned for local option; but now everybody seems not only willing but eager to go into the question of taxation, and sometimes the interview is prolonged beyond my wishes.

I have some work in two or three smaller towns, Bristol, Warren and East Providence. In these towns there is considerable sentiment against taxing improvements, the reason, probably, being that personal property is not searched for by the assessors quite so diligently as in Providence. The securing of signatures was less difficult than in this city, but I am convinced that when the business men of this State—the manufacturers, merchants, farmers, fishermen and all the others engaged in carrying on its legitimate interests—begin to realize that their interests as business men far outweigh their interests as land owners, the demand for exemption will become irresistible. And I think that the best way to open their eyes is to show them in figures that, as a rule, they will pay less taxes under exemption

of personalty and improvements than they are paying now; that the increase will fall upon the comparatively small class whose land owning interests preponderate.

I do not understand that the results in New Zealand, Australia or Canada have come from any general moral awakening to the injustice and iniquity of property in land; but rather from an actual demonstration of the fact that it is far better for the material progress of the community not to tax business and labor.

My view may not be correct, but it must be remembered that notwithstanding the Golden Rule has been preached for many centuries, Gresham's law, when the conditions are right, will operate just as speedily and effectively today as it ever has done in any period of the world's history.

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## WASHINGTON STATE

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WORK OF JOHN Z. WHITE IN WASHINGTON—  
DEMOLISHES A SOCIALIST—INFLUENCING  
THE YOUNG.

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On his north-western tour, under the auspices of the Henry George Lecture Association, Mr. John Z. White has just ended a three weeks visit to Spokane, Eastern Washington and Northern Idaho. Notwithstanding the holiday attractions and festivities, we have had a very successful educational campaign of a fundamental economic character. He made thirty odd public addresses before our High Schools, Business Colleges, State Colleges and Normals, Churches, Labor and Secret organizations, Political and Economic Clubs.

Our local Charter Revision Committee, composed of all shades of opinions, ranging from the democratic democrat, to the stand pat conservative, are laboring hard to give us a new city charter for inaugurating the commission plan. This committee arranged for a noon day luncheon, with Mr. White as their guest and a public lecture on the commission plan of city government. Mr. White's complete mastery of the subject and his ready direct answers to their many questions, won for him the admiration of its members, many of whom heard him on several other oc-

casions. There had been a decided distrust, on the part of some of the committee, to placing the power of Direct Legislation in the hands of the people without strings on it.

We believe, however, that Mr. White has aided materially in relieving the situation. One of our last city dates was a joint debate with Attorney F. H. Moore, a representative local socialist, in response to a challenge from their local. In his usual easy and forcible manner Mr. White tripped up our socialist friend on every major proposition, around which he endeavored to wind his thread of argument. The Elks hall was filled to its capacity of about one thousand. The machinery question, enforced co-operation, the artificial device for distribution, the lack of incentive to own property when labor gets its full product, the interest question and all the usual arguments of our revolutionary friends were demolished and literally piled into a heap of broken ruins.

Prof. Hart of our south central High school, who has charge of some fifteen hundred young men and women, said that never had a public speaker received such close attention and ready response from his pupils as when Mr. White addressed them on the "Dismal Science." Mr. White certainly has a remarkable and happy faculty for entertaining both young and old on economic subjects, whether or not they have given the matter any previous study.

At Walla Walla Mr. White was tendered a hearty reception by the members of the Commercial Club, among whom he met Mr. L. E. Meacham, an old time personal friend and Single Taxer. His talk on taxation at the noon day luncheon was so enthusiastically received, that by request of the officers of the club, his evening lecture under their auspices comprised both the Direct Legislation and Single Tax lectures. The President of Whitman college at this place told Mr. White to consider himself down for other engagements in their institution as often as he could come to the Northwest.

Prof. Macomber of the State Normal at Cheney just called to inform me that they intended to organize the faculty for the

study of the Single Tax philosophy, since Mr. White's recent visit. He also expressed the hope that Mr. White or some other representatives of the Henry George Lecture Association could make them another visit in the near future.

One of our prominent democrats said that Mr. White and his lecture work was being considerably discussed on the street corners. These are but a few of the many appreciative expressions we have heard.

It does seem that there is no other way of doing such effectual work as that now being carried forward by the Henry George Lecture Association under the organizing genius of Mr. F. H. Monroe.

WILLIAM MATTHEWS.

Spokane, Wash.

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## PITTSBURG

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Preparations are being made for a Single Tax conference in Pittsburg early in March. It is the intention to make this a representative gathering. The call has been issued by R. E. Smith, president of the Pittsburg Single Tax Club, Warren Worth Bailey, and Chas. R. Eckert.

Those who have already signified the likelihood of their presence are Henry George, Jr., Hon. Tom L. Johnson, Hon. Lawson Purdy, and ex-Treasurer of State, William H. Berry. Arrangements for this Conference are in the hands of M. McNeill, 218 Amanda Ave., Pittsburg.

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## FAIRHOPE CELEBRATES ITS FIFTEENTH ANNIVERSARY

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Fairhope, the Single Tax colony on the shores of Mobile Bay, celebrated the Fifteenth Anniversary of its existence on New Year's Day, with an afternoon "social" at the new Manual Training Building of the School of Organic Education, gymnastic exercises of the school children, tennis and basket ball, and a dinner in the evening, at which President Frank L. Brown presided. The latter began the proceedings by a brief statement of the aims and policies of the Fairhope Single Tax Corporation.