

midable figures in a new and revolutionary social movement.

Here let me say that there is one remarkable peculiarity among the Singletaxers which has always struck me much. The doctrine is held with such fervor, it is believed to be potent with so much power in removing human inequalities, that it creates among all its adherents a curious kind of devotion and of fraternity which amounts to a new religious doctrine.

All barriers of race and of creed fall down; the Orange Singletaxer, if such there be, would grasp the hand of a Catholic Nationalist Singletaxer with more sense of fraternity than either would approach a co-religionist who holds conservative views on the land question.

Henry George, in fact, has founded not merely a new school of economical thought but almost a new Christian communion.



### ROMANCE IN THE CITY.

God opens doors to those who knock,  
He sends His dreams to those who pray  
For some romance the while they toil  
In dingy offices all day,  
When fog hangs over London town,  
And City streets are cold and gray.

Each Bill of Lading's a romance  
To make me dream of Eastern seas,  
Of towns with strangely sounding names,  
Of shining harbors, sun-bathed quays;  
I picture grave-faced merchant-men  
In dim bazaars as consignees.

I write the vessel's name and port,  
And lo! her halliards sing to me,  
I am on board and Eastward bound  
For Smyrna and Gallipoli,  
Thro' archipelagoes that gleam  
Like opals on a sapphire sea.

I see the goods I invoice home'd  
In palaces of dusky kings,  
In corridors all pearl and gold,  
In courtyards full of splendid things,  
Where slave-girls dance, magnificent  
Beyond a man's imaginings.

When fog comes down on London town,  
And City streets are cold and gray,  
God opens doors to those who knock,  
And sends romance to those who pray  
For warmth and color, while they toil  
In dingy offices all day.

—Westminster Gazette.



"Still, you must admit that this is a grand old world."

"No, I don't admit anything of the kind," replied the malefactor of great wealth. "At least I won't admit it until I've consulted with my attorney."—Chicago Record-Herald.

## BOOKS

### REACHING OUT FOR DEMOCRACY.

**Wisconsin: An Experiment in Democracy.** By Fred-  
eric C. Howe, Ph. D., author of "The City the Hope  
of Democracy;" "The British City: the Beginning  
of Democracy;" "Privilege and Democracy in Amer-  
ica," etc.; formerly lecturer in Political Science at  
the University of Wisconsin. New York: Charles  
Scribner's Sons. 1912. Price \$1.25 net.

As "an experiment station in politics, in social and industrial legislation, in the democratization of science and higher education," Wisconsin appears to Mr. Howe as "doing for America what Germany is doing for the world." He describes the State as a "laboratory in which popular government is being tested in its reaction on people, on the distribution of wealth, on social well-being." The analogue is significant. Wisconsin democracy is to be judged by the standards of an experimental laboratory rather than those of a factory show-room of finished products. Her working hypothesis is the practicability of the democratic ideal, her service being progressive experimentation with reference to that hypothesis.

In such a service much, both in theory and practice, must be expected to shock democratic sensitiveness justly. The remark, for instance, of the president of the Wisconsin University, that "if we applied to human kind what we know about the breeding of animals, the feeble-minded would disappear in a generation while the insane and criminal classes would be reduced to a fraction of their present numbers," may well deserve Chesterton's scorching criticism of eugenic legislation. A good deal of the paternally autocratic in other respects runs through these experiments in the name of democracy; some of it defensible, no doubt, as being in the nature of war-measures necessitated by the conditions of a conflict with sordid power and privilege strongly entrenched, but some of it apparently attributable to that spirit of dominion which obsesses democracy and is none the less repulsive for its good intentions. But democracy is not a Jonah's gourd to spring up in perfection over night, nor a weed to grow well without culture; and if there is to be cultural growth there must be experimentation involving the making of mistakes as well as the making of advances. This is the attitude of mind in which Mr. Howe's story of the Wisconsin experiments in democracy should be approached.

So approached, his story reveals an instructive and encouraging system of democratic experimentation—political, educational and industrial—springing out of Robert M. La Follette's long-sustained crusade for political righteousness. An idea of the spirit of it all may be had from an ob-

ervation by the author upon its influence on history-teaching at the Wisconsin University: "I listened," he writes, "to the professor of Roman history discussing the conditions of the Roman republic in the years preceding the empire. He departed widely from the historical teaching with which I was familiar. The story of the decay of Rome became a twentieth-century warning in the close analogy drawn between landlordism in the first great republic and our own. He explained how the colossal plantations, the latifundia of the old Roman land grabbers, had been obtained just as were the land and timber grants in the American West."

From the pen of a leader among American students of social progress, who is at once an authority on his subject and a writer of exceptional force and charm, this work has the qualities of a text book for the new order of American politicians; for the general reader it has those of an interesting contribution to the history of American democracy.



## A PRACTICAL BOOK.

**The Psychology of Salesmanship.** By William Walker Atkinson. Price \$1.00, postpaid. Elizabeth Towne Co., Holyoke, Mass.

The useful contents of this volume can hardly be conveyed in a brief notice, but it is most cordially commended to the attention of all who are interested in its subject. The writer appeals so directly to the reason and common sense in his instructions to the would-be salesman that he dissipates at once the idea that there is any "black magic" to be employed in the role of successful salesmanship. The study of human nature in its various aspects and a rigid self discipline and control are to be reckoned among the first requisites to the art of winning satisfied customers. For all the additional acquirements essential to the practice of the salesman who holds an independent position in the world of trade, the young—or old—aspirant to such office may look in Mr. Atkinson's text book for suggestion and counsel that will prove highly valuable.

A. L. M.

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## PERIODICALS

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### Collier's.

It may be invidious to say that the best statement of the present political situation yet printed is the leading editorial in Collier's of the 24th. But some one ought to say it, for it is true.



### The Twentieth Century.

Engdahl's "Socialism versus Syndicalism" in the Twentieth Century for September, written from the

point of view of political-party socialism, presents succinctly a set of facts which ought to be more generally understood. John Jay Chapman gives in this number the second article in his charming series on William Lloyd Garrison. The feature of the number, however, is Hiram Kelley Moderwill's explanation, in "Hearst and the Hearststone," of William Randolph Hearst's secret of success as a publisher.



### The Outlook.

Mr. Roosevelt, with full editorial endorsement, explains in The Outlook of August 24th his position on the Negro question as it affects the Progressive Party or is affected by that party; and Frederick C. Howe, author of "The City the Hope of Democracy," begins a series of articles on "City Sense." Mr. Howe's articles relate the adventures of the Boston Chamber of Commerce party which made a migratory study of the cities of Europe in the summer of 1911. His first deals with "The Rule of the Expert."



### The Fine Art of Printing.

"The Printing Art" for July, a magazine of the graphic arts (The University Press, Cambridge, Mass.), is a study in beauty from one richly-toned cover to the other. The examples within of color-printing are so marvelous and the printed pages so perfect that you look and almost forget to read. Better not. You might not learn that the famous Dr. Ostwald through years of scientific investigation has determined the best three sizes for books and their printed pages; and that there is a movement afoot to persuade all publishers to adopt this "world-format;" 4 7-16 by 6 5-16 inches for pocket editions; 6 5-16 by 8 7-8 for standard works, and 8 7-8 by 12 5-8 for dictionaries; each page to be one-half print and one-half margin. Mere technique for the makers of books? Yes, but like most true scientific work, for the ultimate ease and comfort of us all.

A. L. G.



### The American Magazine.

From Finley Peter Dunne's pen picture of the Taft and Wilson conventions, to the last verse of Nicholas Vachel Lindsay's "Grave of the Proud Farmer," the American (New York) for September is a magazine of unusual interest. Among its articles most likely to interest readers of The Public is Brand Whitlock's sketch of Daniel Kiefer, of whom, says Mayor Whitlock, "it has been estimated that every third man in those countries covered by the postal treaties receives every morning a circular letter on the Singletax." Another is John S. Pardee's (old readers of The Public will recall John Stone Pardee with delight) story of railroad regulation under the suggestive title of "How We Kicked Sixteen Billions Upstairs." Someone tells of "A Little Flier in Appendicitis." He tells it with the humor that only those can enjoy who have had surgical experience as patients in a hospital, nor they fully until after they get out. Ogden's romance of an almshouse couple, White's lion hunting, Locke's summer adventure, Sir Francis Vane's